LISTING CONTRACT (SELLER AGENCY CONTRACT) EXCLUSIVE RIGHT TO SELL REAL ESTATE

This form recommended and approved for, but not restricted to use by, the members of the Pennsylvania Association of Realtors® (PAR).

Broker (Company) Her	shey - BHHS Homesale Realty	Licensee(s) (Name)	Kelly Smith
Company Address 11	129 W. Governor Road, P.O. Box 586	Direct Phone(s)	Lisá Foley 717-533-8181
	Hershey, PA 17033	Direct Phone(s) Cell Phone(s)	717-735-6161
Company Phone	nersitely, 111 17000	Fax	717-533-8989
Company Fax			mesale.com/lfoley@homesale.com
SELLER			
	DDRESS 19		
PHONE	717-439-8740	FAX	
E-MAIL	smith	loism568@gmail.com	
Does Seller have a listing If yes, explain: 1. PROPERTY	his Listing Contract is between Broke contract for this Property with anoth	ner broker?	249,900
Address	1965 Limestone Drive,		ZIP 17036
Municipality (city, bor	ough, township)	Derry Towns	Person Terror shire
			Derry Township
Present Use		Residential	
	mple, Tax ID #; Parcel #; Lot, Block; I		Date) 240901600000000
1001101110001011 (1 01 0110	, 1 41-42, 200, 210-41, 2	2001, 1 484, 11440141118	
(C) Ending Date: This exceed one year. If tomatically 364 da 3. DUAL AGENCY Seller agrees that Broke Broker represents both and Seller in the same to a buyer and Seller. If the Broker is a Dual Agent 4. DESIGNATED AGEN Designated Agency is a	Ithe Ending Date written in this Contrarys from the Starting Date of this Contrarys from the Starting Date of this Contrary and Broker's Licensees may also repart a buyer and Seller in the same transact ransaction. All of Broker's licensees are same Licensee is designated for a buyer who is represented by Broker's pplicable, unless checked below. Broker	ob/05/2018 . By law ct creates a term that is long act. resent the buyer(s) of the Proion. A Licensee is a Dual Age also Dual Agents UNLESS yer and Seller, the Licensee roker is viewing properties liter designates the Licensee(s)	the term of a listing contract may not er than one year, the Ending Date is aupperty. A Broker is a Dual Agent when a gent when a Licensee represents a buyer there are separate Designated Agents for is a Dual Agent. Seller understands that
ests of Seller. If License Designated Agence BROKER'S FEE	ee is also the buyer's agent, then Licens y is not applicable.	see is a DUAL AGENT.	
(A) No Association of I pay Broker.	6 % of the sale price OR \$ Seller as follows:	4000 , whichever is	er have negotiated the fee that Seller will s greater, AND \$
Broker/Licensee Initials:	XLS P	age 1 of 6	Seller Initials: LMB 19906/17 4:29PM EDT

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2.	Seller wil	l pay	v the	balance	of	Broker's	s Fee	if:
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- a. Property, or any ownership interest in it, is sold or exchanged during the term of this Contract by Broker, Broker's Licensee(s), Seller, or by any other person or broker, at the listed price or any price acceptable to Seller, OR
- b. A ready, willing, and able buyer is found, during the term of this contract, by Broker or by anyone, including Seller. A willing buyer is one who will pay the listed price or more for the Property, or one who has submitted an offer accepted by Seller, OR
- c. Negotiations that are pending at the Ending Date of this Contract result in a sale, OR
- d. A Seller signs an agreement of sale then refuses to sell the Property, or if a Seller is unable to Sell the Property because of failing to do all the things required of the Seller in the agreement of sale (Seller default), OR
- e. The Property or any part of it is taken by any government for public use (Eminent Domain), in which case Seller will pay from any money paid by the government, OR
- f. A sale occurs after the Ending Date of this Contract IF:
 - (1) The sale occurs within 90 of the Ending Date, AND
 - (2) The buyer was shown or negotiated to buy the Property during the term of this contract, AND
 - (3) The Property is not listed under an "exclusive right to sell contract" with another broker at the time of the sale.
- (C) If a sale occurs, balance of Broker's Fee will be paid upon delivery of the deed or other evidence of transfer of title or interest. If the Property is transferred by an installment contract, balance of Broker's Fee will be paid upon the execution of the installment contract.

6. BROKER'S FEE IF SETTLEMENT DOES NOT OCCUR

If an agreement of sale is signed and settlement does not occur, and deposit monies are released to Seller, Seller will pay Broker of/from deposit monies.

7. COOPERATION WITH OTHER BROKERS

Licensee(s) has explained Broker's company policies about cooperating with other brokers. Broker and Seller agree that Broker will pay **from Broker's Fee** a fee to another broker who procures the buyer, is a member of a Multiple Listing Service (MLS), and who:

(A)

Represents Seller (SUBAGENT). Broker will pay

of/from the sale price.

(B) Represents the buyer (BUYER'S AGENT). Broker will pay 3% of/from the sale price.

A buyer's Agent, even if compensated by Broker for Seller, will represent the interests of the buyer.

(C) Does not represent either Seller or a buyer (TRANSACTION LICENSEE).

Broker will pay of/from the sale price.

8. DUTIES OF BROKER AND SELLER

- (A) Broker is acting as a Seller Agent, as described in the Consumer Notice, to market the Property and to negotiate with potential buyers. Broker will use reasonable efforts to find a buyer for the Property.
- (B) Seller will cooperate with Broker and assist in the sale of the Property as asked by Broker.
- (C) All showings, negotiations and discussions about the sale of the Property, written or oral, will be communicated by Broker on Seller's behalf. All written or oral inquiries that Seller receives or learns about regarding the Property, regardless of the source, will be referred to Broker.
- (D) If the Property, or any part of it, is rented, Seller will give any leases to Broker before signing this Contract. If any leases are oral, Seller will provide a written summary of the terms, including amount of rent, ending date, and Tenant's responsibilities.
- (E) Seller will not enter into, renew, or modify any leases, or enter into any option to sell, during the term of this Contract without Broker's written consent.

9. BROKER'S SERVICE TO BUYER

Broker may provide services to a buyer for which Broker may accept a fee. Such services may include, but are not limited to: document preparation; ordering certifications required for closing; financial services; title transfer and preparation services; ordering insurance, construction, repair, or inspection services.

10. BROKER NOT RESPONSIBLE FOR DAMAGES

Seller agrees that Broker and Broker's Licensee(s) are not responsible for any damage to the Property or any loss or theft of personal goods from the Property unless such damage, loss or theft is solely and directly caused by Broker or Broker's Licensee(s).

11. DEPOSIT MONEY

- (A) Broker, if named in an agreement of sale, will keep all deposit monies paid by or for the buyer in an escrow account until the sale is completed, the agreement of sale is terminated, or the terms of a prior written agreement between the buyer and Seller have been met. This escrow account will be held as required by real estate licensing laws and regulations. Buyer and Seller may name a non-licensee as the escrow holder, in which case the escrow holder will be bound by the terms of the escrow agreement, if any, not by the Real Estate Licensing and Registration Act. Seller agrees that the person keeping the deposit monies may wait to deposit any uncashed check that is received as deposit money until Seller has accepted an offer.
- (B) Regardless of the apparent entitlement to deposit monies, Pennsylvania law does not allow a Broker holding deposit monies to determine who is entitled to the deposit monies when settlement does not occur. Broker can only release the deposit monies:
 - 1. If an agreement of sale is terminated prior to settlement and there is no dispute over entitlement to the deposit monies. A written agreement signed by both parties is evidence that there is no dispute regarding deposit monies.

Broker/Licensee Initials:	XLS Page 2 of 6	Seller Initials: 09/06/17

- 2. If, after Broker has received deposit monies, Broker receives a written agreement that is signed by Buyer and Seller, directing Broker how to distribute some or all of the deposit monies.
- 3. According to the terms of a final order of court.
- 4. According to the terms of a prior written agreement between Buyer and Seller that directs the Broker how to distribute the deposit monies if there is a dispute between the parties that is not resolved.
- (C) Seller agrees that if Seller names Broker or Broker's licensee(s) in litigation regarding deposit monies, the attorneys' fees and costs of the Broker(s) and licensee(s) will be paid by Seller.

12. OTHER PROPERTIES

Seller agrees that Broker may list other properties for sale and that Broker may show and sell other properties to prospective buyers.

13. ADDITIONAL OFFERS

Unless prohibited by Seller, if Broker is asked by a buyer or another licensee(s) about the existence of other offers on the Property, Broker will reveal the existence of other offers and whether they were obtained by the Licensee(s) identified in this Contract, by another Licensee(s) working with Broker, or by a by a licensee(s) working for a different Broker. ONCE SELLER ENTERS INTO AN AGREEMENT OF SALE, BROKER IS NOT REQUIRED TO PRESENT OTHER OFFERS.

14. SELLER WILL REVEAL DEFECTS & ENVIRONMENTAL HAZARDS

- (A) Seller (including Sellers exempt from the Real Estate Seller Disclosure Law) will disclose all known material defects and/or environmental hazards on a separate disclosure statement. A material defect is a problem or condition that:
 - 1. is a possible danger to those living on the Property, or
 - 2. has a significant, adverse effect on the value of the Property.

The fact that a structural element, system or subsystem is near, at or beyond the end of the normal useful life of such a structural element, system or subsystem is not by itself a material defect.

- B. Seller will update the Seller's Property Disclosure Statement as necessary throughout the term of this Listing Contract.
- C. If Seller fails to disclose known material defects and/or environmental hazards:
 - 1. Seller will not hold Broker or Licensee(s) responsible in any way;
 - 2. Seller will protect Broker and Licensee(s) from any claims, lawsuits, and actions that result;
 - 3. Seller will pay all of Broker's and Licensee's costs that result. This includes attorneys' fees and court-ordered payments or settlements (money Broker or Licensee pays to end a lawsuit or claim).

15. IF PROPERTY WAS BUILT BEFORE 1978

The Residential Lead-Based Paint Hazard Reduction Act says that any seller of property built before 1978 must give the buyer an EPA pamphlet titled *Protect Your Family From Lead in Your Home*. The seller also must tell the buyer and the broker what the seller knows about lead-based paint and lead-based paint hazards that are in or on the property being sold. Seller must tell the buyer how the seller knows that lead-based paint and lead-based paint hazards are on the property, where the lead-based paint and lead-based paint hazards are, the condition of the painted surfaces, and any other information seller knows about lead-based paint and lead-based paint hazards on the property. Any seller of a pre-1978 structure must also give the buyer any records and reports that the seller has or can get about lead-based paint or lead-based paint hazards in or around the property being sold, the common areas, or other dwellings in multi-family housing. According to the Act, a seller must give a buyer 10 days (unless seller and the buyer agree to a different period of time) from the time an agreement of sale is signed to have a "risk assessment" or inspection for possible lead-based paint hazards done on the property. Buyers may choose not to have the risk assessment or inspection for lead paint hazards done. If the buyer chooses not to have the assessment or inspection, the buyer must inform the seller in writing of the choice. The Act does not require the seller to inspect for lead paint hazards or to correct lead paint hazards on the property. The Act does not apply to housing built in 1978 or later.

16. HOME WARRANTIES

At or before settlement, Seller may purchase a home warranty for the Property from a third-party vendor. Seller understands that a home warranty for the Property does not alter any disclosure requirements of Seller, may not cover or warrant any pre-existing defects of the Property, and will not alter, waive or extend any provisions of the Agreement regarding inspections or certifications that Buyer may elect or waive as part of the Agreement. Seller understands that Broker who recommends a home warranty may have a business relationship with the home warranty company that provides a financial benefit to Broker.

17. RECOVERY FUND

Pennsylvania has a Real Estate Recovery Fund (the Fund) to repay any person who has received a final court ruling (civil judgment) against a Pennsylvania real estate licensee because of fraud, misrepresentation, or deceit in a real estate transaction. The Fund repays persons who have not been able to collect the judgment after trying all lawful ways to do so. For complete details about the Fund, call (717) 783-3658, or (800) 822-2113 (within Pennsylvania) and (717) 783-4854 (outside Pennsylvania).

18. NOTICE TO PERSONS OFFERING TO SELL OR RENT HOUSING IN PENNSYLVANIA

Federal and state laws make it illegal for a seller, a broker, or anyone to use RACE, COLOR, RELIGION or RELIGIOUS CREED, SEX, DISABILITY (physical or mental), FAMILIAL STATUS (children under 18 years of age), AGE (40 or older), NATIONAL ORIGIN, USE OR HANDLING/TRAINING OF SUPPORT OR GUIDE ANIMALS, or the FACT OF RELATIONSHIP OR ASSOCIATION TO AN INDIVIDUAL KNOWN TO HAVE A DISABILITY as reasons for refusing to sell, show, or rent properties, loan money, or set deposit amounts, or as reasons for any decision relating to the sale of property.

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		4:29PM EDT	

19. TRANSFER OF THIS CONTRACT

- (A) Seller agrees that Broker may transfer this Contract to another broker when:
 - 1.Broker stops doing business, OR
 - 2.Broker forms a new real estate business, OR
 - Broker joins his business with another.
- (B) Broker will notify Seller immediately in writing if Broker transfers this Contract to another broker. Seller will follow all requirements of this Contract with the new broker.

20.NO OTHER CONTRACTS

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Seller will not enter into another listing contract for the property(s) identified in Paragraph 1 with another broker that begins before the Ending Date of this Contract.

21. CONFLICT OF INTEREST

It is a conflict of interest when Broker or Licensee has a financial or personal interest in the property and/or cannot put Seller's interests before any other. If Broker, or any of Broker's licensees, has a conflict of interest, Broker will notify Seller in a timely manner.

22.ENTIRE CONTRACT

This Contract is the entire agreement between Broker and Seller. Any verbal or written agreements that were made before are not a part of this Contract.

23. CHANGES TO THIS CONTRACT

183	All changes to this Contract must be in writing and signed by Broker and Seller.
184	24.MARKETING OF PROPERTY
185	(A) Where permitted, Broker, at Broker's option, may use: for sale sign, lock box, key in office, open houses and advertising in all
186	media, including print and electronic, photographs and videos, unless otherwise stated here:
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188	1. Seller does not want the listed Property to be displayed on the Internet.
189	☐ Seller does not want the address of the listed Property to be displayed on the Internet.
190	2. Seller understands and acknowledges that, if the listed Property is not displayed on the Internet, consumers who conduct
191	searches for listings on the Internet will not see information about the listed Property in response to their search.
192	(B) Seller understands and acknowledges that, if an open house is scheduled, the property address may be published on the Inter-
193	net in connection to the open house.
194	(C) There are many ways of marketing properties electronically. Some brokers may use a virtual office website (also known as
195	"VOW") or Internet data exchange (also known as "IDX"), which are governed by specific rules and policies. Sellers have the
196	right to control some elements of how their property is displayed on a VOW and/or IDX websites.
197	Seller elects to have the following features disabled or discontinued for VOW and IDX websites (check all that apply):
198	Comments or reviews about Seller's listings, or a hyperlink to such comments or reviews, in immediate conjunction with
199	Seller's listing.
200	Automated estimates of the market value of Seller's listing, or a hyperlink to such estimates, in immediate conjunction with
201	the Seller's listing.
202	(D) Multiple Listing Services (MLS)
203	Roker will not use a Multiple Listing Service (MLS) to advertise the Property

- ☐ Broker will not use a Multiple Listing Service (MLS) to advertise the Property.
- Broker will use a Multiple Listing Service (MLS) to advertise the Property to other real estate brokers and salespersons. Listing broker shall communicate to the MLS all of Seller's elections made above.
- (E) Seller agrees that Broker and Licensee, and the MLS are not responsible for mistakes in the MLS or advertising of the Property.
- (F) Other

25. PUBLICATION OF SALE PRICE

Seller is aware that the Multiple Listing Service (MLS), newspapers, Web Sites, and other media may publish the final sale price of the Property.

26. COPYRIGHT

In consideration of Broker's efforts to market Seller's Property as stated in this Contract, Seller grants Broker a non-exclusive, world-wide license (the "License") to use any potentially copyrightable materials (the "Materials") which are related to the Property and provided by Seller to Broker or Broker's representative(s). The Materials may include, but are not limited to: photographs, images, video recordings, virtual tours, drawings, written descriptions, remarks, and pricing information related to Seller's Property. This License permits Broker to submit the Materials to one or more multiple listing services, to include the Materials in compilations of property listings, and to otherwise distribute, publicly display, reproduce, publish and produce derivative works from the Materials for any purpose that does not conflict with the express terms of this Contract. The License may not be revoked by Seller and shall survive the ending of this Contract. Seller also grants Broker the right to sublicense to others any of these rights granted to Broker by Seller. Seller represents and warrants to Broker that the License granted to Broker for the Materials does not violate or infringe upon the rights, including any copyrights, of any person or entity. Seller understands that the terms of the License do not grant Seller any legal right to any works that Broker may produce using the Materials.

Broker/Licensee Initials: XLS Page 4 of 6

Seller Initials:

Broker/Licensee Initials: _

	PROPERTY less otherwise stated, are all existing items permanently installed in the Property, free of liens, and
and hot tubs (including cove	ing; heating; radiator covers; lighting fixtures (including chandeliers and ceiling fans); pools, spas rs and cleaning equipment); electric animal fencing systems (excluding collars); garage door openon antennas; mounting brackets and hardware for television and sound equipment; unpotted shrub-
	oke detectors and carbon monoxide detectors; sump pumps; storage sheds; fences; mailboxes; wall
to wall carpeting; existing w	indow screens, storm windows and screen/storm doors; window covering hardware (including rods
and brackets), shades and bl	inds; awnings; built-in air conditioners; built-in appliances; the range/oven; any remaining heating
	the Property at the time of settlement; and, if owned, water treatment systems, propane tanks, satel-
lite dishes and security syste	ems. Also included:
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	ASED (not owned by Seller). Contact the provider/vendor for more information (e.g., water treat-
ment systems, propane tanks	s, satellite dishes and security systems):
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(C) EXCLUDED fixtures and ite	ems:
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9 28. TAXES & SPECIAL ASSESSM	
(A) At settlement, Seller will pay	y one-half of the total Real Estate Transfer Taxes, unless otherwise stated here:
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(B) Yearly Property Taxes \$	Property Assessed Value \$
(C) Is the property preferentially	assessed (including a tax abatement)? Yes No
4 If applicable, how many	years remain?
(D) COA/HOA Name	COA/HOA Phone ents \$Buyer's required capital contribution \$
6 COA/HOA special assessme	ents \$Buyer's required capital contribution \$
Please explain:	
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(E) Municipality Assessments \$	120 Quarterly Monthly Yearly
(F) COA/HOA Fees \$	120 Quarterly Monthly Yearly
29.TITLE & POSSESSION	
	f Property to a buyer at settlement, or on
	ve full rights of ownership (fee simple) to a buyer except as follows:
4 □ Oil □ Gas □ 1	Mineral Other
If checked, please explain:_	
If checked, please explain: (C) Seller has:	
If checked, please explain:	Amount of balance \$
If checked, please explain:	Amount of balance \$
If checked, please explain: (C) Seller has: First mortgage with Address Phone	Amount of balance \$
If checked, please explain: (C) Seller has: First mortgage with Address Phone Second mortgage with	Amount of balance \$
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If checked, please explain: (C) Seller has: First mortgage with Address Phone Second mortgage with Address Phone Home Equity line of cred Address Phone Seller authorizes Broker (D) Seller has: Past Due Property Taxes Federal Tax Liens \$ State Tax Liens \$ Other:	Amount of balance \$ Acct. # Amount of balance \$ Acct. # Ait with Acct. # to receive mortgage payoff and/or equity loan payoff information from lender(s). Past Due Municipal Assessment \$ Past Due COA/HOA Fees \$ Past Due COA/HOA Assessments \$
If checked, please explain: (C) Seller has: First mortgage with Address Phone Second mortgage with Address Phone Home Equity line of cred Address Phone Seller authorizes Broker (D) Seller has: Past Due Property Taxes Federal Tax Liens \$ State Tax Liens \$ Other:	Amount of balance \$ Acct. # Amount of balance \$ Acct. # Ait with Acct. # to receive mortgage payoff and/or equity loan payoff information from lender(s). Past Due Municipal Assessment \$ Past Due COA/HOA Fees \$ Past Due COA/HOA Assessments \$
If checked, please explain: (C) Seller has: First mortgage with Address Phone Second mortgage with Address Phone Home Equity line of crec Address Phone Seller authorizes Broker (D) Seller has: Judgments \$ Past Due Property Taxes Federal Tax Liens \$ State Tax Liens \$ Other: (E) If Seller, at any time on or si	Amount of balance \$ Acct. # Amount of balance \$ Acct. # dit with Amount of balance \$ Acct. # to receive mortgage payoff and/or equity loan payoff information from lender(s). Past Due Municipal Assessment \$ Past Due COA/HOA Fees \$ Past Due COA/HOA Assessments \$ nce January 1, 1998, has been obligated to pay support under an order on record in any Pennsylva-
If checked, please explain: (C) Seller has: First mortgage with Address Phone Second mortgage with Address Phone Home Equity line of crec Address Phone Seller authorizes Broker (D) Seller has: Past Due Property Taxes Federal Tax Liens \$ State Tax Liens \$ Other: (E) If Seller, at any time on or si nia county, list the county ar	
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Seller Initials: 09/06/17
4:29PM EDT

BROKER (Company Name)_

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ACCEPTED ON BEHALF OF BROKER BY Relly Smith

280	31.SPECIAL INSTRUCTIONS
281	The Office of the Attorney General has not pre-approved any special conditions or additional terms added by any parties. Any spe-
282	cial conditions or additional terms in this Contract must comply with the Pennsylvania Plain Language Consumer Contract Act.
283	32. SPECIAL CLAUSES
284	(A) The following are part of this Listing Contract if checked:
285	☐ Property Description Addendum to Listing Contract (PAR Form XLS-A)
286	☐ Single Agency Addendum (PAR FormSA)
287	☐ Consumer Services Fee Addendum (PAR Form CSF)
288	☐ Vacant Land Addendum to Listing Contract (PAR Form VLA)
289	☐ Short Sale Addendum (PAR Form SSL)
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292	(B) Additional Terms:
293	Seller requests marketing to begin on or before 9/15/2017. Seller agrees that agents are permitted to
294	market the property to their contacts only prior to 9/15/2017.
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306	Seller has read the Consumer Notice as adopted by the State Real Estate Commission at 49 Pa. Code §35.336.
307	Seller has read the Consumer Notice as adopted by the State Real Estate Commission at 49 Pa. Code §35.556. Seller has received the Seller's Property Disclosure form and agrees to complete and return to Listing Broker in
308	a timely manner, if required.
309	Seller has received the Lead-Based Hazards Disclosure form and agrees to complete and return to Listing Bro-
310	4:29PM EDT ker in a timely manner, if required.
	• • • • • • • • • • • • • • • • • • • •
311	Seller has read the entire Contract before signing. Seller must sign this Contract.
312	Seller gives permission for Broker to send information about this transaction to the fax number(s) and/or e-mail address(es)
313	listed.
314	Return of this Agreement, and any addenda and amendments, including return by electronic transmission, bearing the signatures
315	of all parties, constitutes acceptance by the parties.
316	This Contract may be executed in one or more counterparts, each of which shall be deemed to be an original and which coun-
317	terparts together shall constitute one and the same Agreement of the Parties.
210	MOTICE DECODE CICNING, IE CELLED HACLECAL QUECTIONIC CELLED IC ADVICED TO CONCILLE A DENNICYI
318	NOTICE BEFORE SIGNING: IF SELLER HAS LEGAL QUESTIONS, SELLER IS ADVISED TO CONSULT A PENNSYL-
319	VANIA REAL ESTATE ATTORNEY.
320	SELLER Lois MSmith dottoop verified 09/06/17 4:29PM EDT O1GS-WOFG-VVUG-GW1H DATE
JZU	Q1GS-WOFG-VYU6-GW1H DATE
321	SELLER DATE
1	DITTE
322	SELLER DATE

Hershey - BHHS Homesale Realty

dotloop verified 09/06/17 4:20PM EDT VSQX-E9DP-HI7G-ZY3G DATE